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Message Text

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ACTION AF-06

INFO OCT-01 ISO-00 SS-15 EB-07 FEA-01 ERDA-05 AID-05

CEA-01 CIAE-00 CIEP-01 COME-00 DODE-00 FPC-01 H-02

INR-07 INT-05 L-03 NSAE-00 NSC-05 OMB-01 PM-04

USIA-06 SAM-01 OES-03 SP-02 STR-04 TRSE-00 /086 W
---------- 115215
R 221154Z JAN 76
FM AMEMBASSY LAGOS
TO SECSTATE WASHDC 2962

C O N F I D E N T I A L LAGOS 0874

E.O. 11652: GDS
TAGS: ENRG, OVIP, US, NI
SUBJECT: U.S. OIL COMPANY PROBLEMS AND UNDER SECRETARY ROBINSON'S VISIT

REF: LAGOS 157, STATE 10290

1. IN CONNECTION WITH PROPOSED VISIT BY UNDER SECRETARY ROBINSON IN FEBRUARY, EMBASSY HAS DISCUSSED CURRENT PETROLEUM RELATED ISSUES WITH HEADS OF AMERICAN OIL FIRMS, ALL OF WHOM HAVE PROVIDED USEFUL COMMENTS. EMBASSY WILL PULL THESE TOGETHER FOR USE IN BRIEFINGS.

2. IN MEANTIME, LARRY HOELSCHER, PHILLIPS OIL MANAGER, INFORMED EMBASSY THAT EXECUTIVE COMMITTEE OF PHILLIPS WILL BE MEETING FIRST WEEK OF FEBRUARY IN BARTLESVILLE, OKLAHOMA TO CONDUCT ANNUAL REVIEW OF PROSPECTS IN NIGERIA. HOELSCHER INQUIRED WHTETHER UNDER SECRETARY MIGHT FIND IT USEFUL TO VISIT BARTLESVILLE DURING THIS ANNUAL REVIEW TO OBTAIN FIRST HAND COMPANY ASSESSMENT OF SEVERE INVESTMENT PROBLEMS FACING U.S. OIL INDUSTRY IN NIGERIA. PHILLIPS TOP MANAGEMENT HAS
INDICATED TO HOELSCHER IT WOULD INDEED WELCOME SUCH AN OPPORTUNITY FOR FRANK AND OPEN DISCUSSION.

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3. GIVEN TIGHTNESS OF UNDER-SECRETARY'S SCHEULE, PLUS PHILLIPS

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RECENT PROBLEMS WITH POLITICAL CONTRIBUTIONS, EMBASSY BELIEVES IT MIGHT BE PREFERABLE IF DEPARTMENT WERE TO SUGGEST SOME OTHER APPROPRIATE OFFICIAL ATTEND PHILLIPS MEETINGS WITH VIEW TO BRIEFING UNDER-SECRETARY. INFORMATION GAINED WOULD BE USEFUL EVEN IF TRIP DID NOT TAKE PLACE.

3. PHILLIPS HAS NAMED MR. E. A.VAN DEN BARK, VICE PRESIDENT FOR WORLD-WIDE EXPLORATION AND PRODUCTION OPERATIONS, AS DIRECT CONTACT FOR DEPARTMENT TO CALL TO DISCUSS PROPOSAL AND MAKE ARRANGEMENTS. TELEPHONE IN BARTLESVILLE IS AREA CODE 918, NUMBER 661-4294.

5. DEPARTMENT HAS BEEN IN CONTACT WITH GULF REPRESENTATIVES AND IS AWARE OF THAT COMPANY'S VIEWS. IN ORDER TO BE EVEN-HANDED, DEPARTMENT MIGHT WISH TO CONTACT MOBIL OIL AS OTHER MAJOR AMERICAN PRODUCER IN NIGERIA. MOBIL MANAGER ROBERT MILLS HAS SAID HE BELIEVES COMPANY WOULD WELCOME CHANCE TO CONSULT WITH DEPARTMENT PRIOR TO UNDER SECRETARY'S VISIT. MILLS AND STAFF HAVE JUST RETURNED FROM EMERGENCY VISIT TO NEW YORK TO CONSIDER IMPACT OF NEW MARGINS ON COMPANY'S PROSPECTS HERE.

6. EMBASSY WELCOMES DEPARTMENTS COMMENTS.
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